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# Real Estate: Finance

Seyfarth Shaw LLP's Real Estate Finance practice operates as a national, integrated team drawing upon the broad real estate finance backgrounds, experience and regional knowledge of its attorneys. The group's clients include a significant number of the real estate industry's most prominent national and regional lenders.

In addition to our cohesive national platform, factors that distinguish the group include the breadth of its knowledge base, a partnering relationship with its clients and its innovative approach to achieving increased efficiency and budget-predictability. Our lawyers are committed to the delivery of practical, result-oriented service through appropriate staffing, consistent points of contact, and clear and effective leadership.

Our deep understanding of the lending and capital markets, industry trends, and lending principles further enhance our ability to assist our lender and borrower clients with their real estate finance needs. We measure our success by our clients' satisfaction with our work product, our work ethic, our delivery of services in a manner which strengthens the relationship of our lending clients with their customer base, our competitive cost of services, and our industry-leading matter management technology which provides real-time transaction and cost information.

Our Real Estate Finance practice has a tremendous breadth of experience, which is highlighted below:

✓ Among the five largest real estate practices in the U.S. with more than 120 attorneys

✓ Represent four of the top 15 largest direct commercial real estate lenders of 2018 as ranked by *National Real Estate Investor*

✓ Closed \$11 billion in loan transactions for a *Fortune* 500 lender over the past two years

✓ Represent three of the top 10 mortgage originators among insurance companies according to *Commercial Mortgage Alert* (2018)

## Our Capabilities

- Permanent, bridge/interim and construction financings
- Portfolio loans
- Mezzanine and A/B tiered structures
- Leasehold and fee mortgage financing
- Balance sheet financings
- Preferred equity structures
- Loan acquisitions and sales
- Sale/leaseback arrangements
- Letter of credit enhanced transactions
- Participations and other syndicated arrangements
- Capital market loans, including conduit financings
- Loan administration and servicing
- Defaults, foreclosures and debt financing workouts

## Complementary Practices

As a full-service national firm, Seyfarth's Real Estate Finance attorneys are able to draw upon experienced lawyers across a number of areas that often impact a loan or capital markets transaction, including environmental, bankruptcy, tax, litigation, ERISA, hospitality and construction.

## Demonstrated Track Record of Results

- Represented a leading insurance company in more than \$11 billion in real estate loan transactions since 2017.
- Represented a commercial real estate company in connection with its \$1.28 billion securitizable loan, which refinanced existing indebtedness, including three tranches of preferred equity. The loan was secured by 143 properties in four states.
- Represented one of the largest public pension funds in the U.S. in connection with a \$425 million loan to a partnership of institutional owners secured by a premier commercial real estate asset in California.
- Represented an international financial services company in connection with a combined \$310 million loan—\$250 million leasehold mortgage loan and \$60 million bridge loan—related to a high profile condominium mixed-use building located in the heart of Midtown Manhattan.
- Represented a major insurance company in connection with a \$260 million loan secured by office buildings in Santa Monica, California.
- Represented an institutional lender in connection with a \$225 million refinance of a Columbus, Ohio regional mall.
- Represented a financial institution in connection with a \$212 million construction loan for the development of a luxury condominium building in Sunny Isles, Florida.
- Represented a leading financial services organization as co-lender in a \$190 million mortgage and mezzanine loan for upgrades to an office tower in New York.
- Represented a major insurance company in connection with a \$107 million loan secured by an office building in Denver, Colorado.
- Represented a multinational banking and financial services holding company in a \$90 million refinancing of a large retail complex in New York.
- Represented a regional bank in connection with an \$82 million construction loan to finance the development of six industrial distribution properties in Minnesota, Wisconsin, Iowa and Indiana.
- Represented a commercial real estate finance company in a \$227.2 million financing for acquisition of an office complex in Lowell, Massachusetts.
- Represented a CMBS master servicer in a \$900 million mortgage loan related to one of the largest single-property office transactions of 2018 as ranked by *Real Estate Alert*.
- Represented a hospitality company in a \$551 million financing of a multi-state portfolio of 38 hotels.
- Represented a real estate management firm and major insurance company in a \$158 million loan secured by industrial portfolio comprising of eight properties across seven states.
- Represented a financial institution in a \$145 million construction loan to complete an improvements project at a marquee building in downtown San Francisco, California.
- Represented a bank holding company, as lender, in a \$41 million syndicated construction loan to construct student housing in Champaign, Illinois.

## Value Driven Solutions

Seyfarth's Real Estate attorneys deliver legal services with a business-oriented approach. A large part of what differentiates Seyfarth from its competitors centers around the firm's distinctive client service model—SeyfarthLean®—which combines process, people and technology to drive value to our clients. SeyfarthLean creates tangible results, including more consistent, high quality legal services, increased efficiency, improved communication and collaboration, right-sized staffing approaches, transparent pricing, and reduction in overall cost of services.

### Case Study: Improving Efficiencies for a Real Estate Lending Institution

Several months into our representation of a regional lending institution, it became clear that in order to deliver value to the client, both in terms of consistent service levels and cost containment, we needed to establish a more structured system among the Seyfarth team and the bank's closing, legal and underwriting teams. Utilizing the SeyfarthLean process improvement methodology, Seyfarth attorneys and members of the client's commercial real estate lending team meticulously outlined each step of the due diligence, documentation and closing process, resulting in a detailed process map depicting each step of the process, best in class documents and responsibility among the legal and client lending team. The client has benefited from increased efficiency, as well as more budget predictability and reliance that deals can be closed on time and within budget.



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